



# News from the Frontier of Innovation

**January 2001**

Monthly Activity Report from the Loudoun County Department of Economic Development

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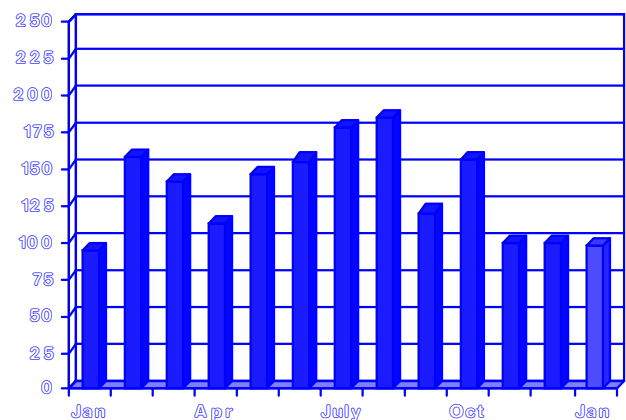
## New Prospect Activity:

Prospect activity for the month of January:

- @ Responded to 25 requests for General Information
- @ Sent Out 25 Marketing Packages
- @ Delivered 2 Presentations
- @ Worked with 6 New and 38 On-Going Prospects
- @ Issued 2 Open Door Certificates

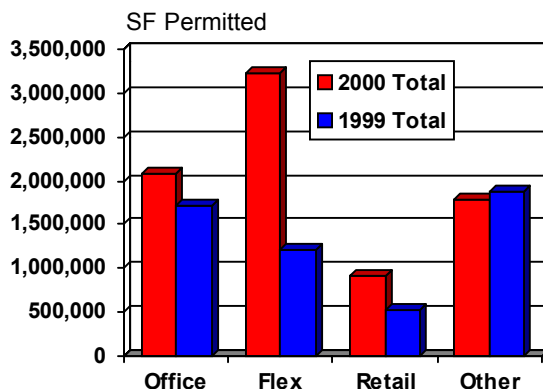
## Total Prospect Activity

January 2000 - January 2001



## 2000 Year End Construction Activity

### Nonresidential Construction 1999 Total and 2000 Total



Year 2000 was busy for nonresidential construction! The County permitted 7,991,138 square feet; a 49.6% increase over last year. Permitted flex space in particular increased 165.3%. The only decline was in the "Other" category, which dropped 5.7%. The value of new buildings (\$322,856,888) and alterations (\$49,427,033) for the year totaled over \$372 million; up 11.1% over 1999.

- Office - 0 SF in December (230,665 SF in November)
- Flex/Industrial - 919,805 SF in December (107,677 SF in November)
- Retail - 99,876 SF in December (124,509 SF in November)
- Other - 20,045 SF in December (2,562 SF in November)
- Taxable - 1,039,726 in December (464,643 SF in November)
- Route 28 - 463,375 SF in December (450,672 SF in November)

## Announcements:

### New Business

**Medical Development International (MDI, [www.medint.com](http://www.medint.com))** moved from Chantilly to 10,000 square feet of office space at Lansdowne January 26th. MDI manages health care for over 75,000 inmates annually in 15 states and 21 separate facilities using "telemedicine" and electronic medical record archiving technologies. They are moving 12 employees to the county and expect to increase their staff to 26 in the coming months.

**ServerVault, Inc. ([www.servervault.com](http://www.servervault.com))** will be moving its headquarters from Springfield and opening a 15,000 square foot data center off Moran Road in Dulles during the first quarter of 2001. The company's mission is to create a more secure Internet environment than exists today under the original TCP/IP infrastructure, and its Dulles operation will be the first commercial data center to meet Department of Defense security compliance. ServerVault will bring 40 employees to Loudoun.

**DataCentersNow ([www.datacentersnow.com](http://www.datacentersnow.com))** has announced plans to construct four 100,000 square foot speculative data center buildings at CyberPlex@Dulles on Cedar Green Road near Route 28. The total investment in the project is expected to exceed \$140 million. DataCentersNow constructed a 55,000 square foot data center in Sterling last year and is currently constructing a 110,000 square foot facility in Manassas.

**Cabot Industrial Trust and The John Akridge Companies** will be constructing three flex office build-

ings totaling 175,000 square feet at Cabot Tech @ Dulles Crossing near Dulles Town Center. Construction will begin in the third quarter of 2001. Tenants are to be determined.

**Trammell Crow Company ([www.trammellcrow.com](http://www.trammellcrow.com))** has begun construction on a 135,000 square foot telecommunications building/data center at Netway at Loudoun Tech Center. The building is expected to be completed by June. Tenants are to be determined.

**AT&T ([www.att.com](http://www.att.com))** announced January 30 that they have constructed a 105,000 square foot Internet data center at Beaumeade Industrial Park in Ashburn. The company anticipates bringing 12-24 employees to the county. This new Loudoun location brings AT&T's number of data centers to 15, for a total of 1.2 million square feet. AT&T currently has centers across the United States, in the United Kingdom and Japan, and plans to add an additional 6 Internet data centers in 2001.

**The National Transportation Safety Board (NTSB, [www.nts.gov](http://www.nts.gov))** broke ground January 18 for a new academy at The George Washington University at University Center in Ashburn. NTSB expects to open the approximately 73,000 square foot center in 2003. It will house classrooms, laboratory space, and an accident simulation area, and will employ an undetermined number of training staff. The Academy will teach state-of-the-art investigative techniques for transportation accidents and incidents for the benefit of investigators, operators and the traveling public worldwide.

### Noteworthy:

**The Howard Hughes Medical Institute** announced its plan February 1 for a \$500 million biomedical science center at Janelia Farm Park. The complete announcement is on the Web at <http://www.hhmi.org/news/020101.html>.

The **Loudoun County Small Business Development Center (SBDC, [www.loudounsbdc.org](http://www.loudounsbdc.org))** reports that during the calendar year 2000, their clients generated business sales totaling \$22,474,900. A total capital formation of \$5,880,000 from private loans and investments were made in the new and existing companies assisted by the Center. In addition, SBDC clients obtained \$650,000 in Small Business Association loans during the same time period. SBDC staff spent more than 880 hours counseling 655 clients during the year. Nineteen percent of those clients came from Fairfax County to start a business in Loudoun.

DED's Larry Rosenstrauch, Pam Treadwell, and Sandy Denham attended the "**Forecasting the Greater Washington Economy 2001**" conference at George Mason University January 25. The conference included presentations by Dr. Stephen Fuller and Dr. Roger Stough, Professors of Public Policy at GMU. Their lectures covered the national economic slowdown and the factors that will influence its effects on both the overall Washington economy and the local technology sector. While both professors acknowledged that there will be a slowing in local growth rates during the next few years, Fuller and Stough expect a "soft landing" to the booming Washington area economy.

Board of Supervisors Vice Chairman Eleanore C. Towe presided over the official ribbon cutting and presentation of an open door certificate to **IP Optical** January 26. IP Optical ([www.ipoptical.com](http://www.ipoptical.com)) is a privately held start-up company, incorporated in April 2000 and based in Dulles, Virginia. The company develops leading edge Internet infrastructure equipment in 37,000 square feet on Horseshoe Drive.